

... practice today—a business

New Plan Used For Kohl's Store

A new concept in department store merchandising will go into operation here Wednesday when Kohl's Food Stores opens a new suburban department store at N. 124th st. and W. North av., Brookfield.

The entire store, about 55,000 square feet, will be run on a self-service basis with clerks available to aid shoppers, according to Max Kohl, president of the company. The clerks will not do any sales paper work, however.

Merchandise will be mostly in the medium and higher price ranges. Lower priced merchandise will not be offered, Kohl said. Because of the self-service feature, the store will be able to operate on about half the profit margin of conventional department stores, he explained.

There will be an unusually complete line of men's and women's casual wear and clothing for children. Included in the merchandise will be hardware, toys, small appliances, curtains, cosmetics, draperies, housewares, bedding and other items.

Heading the new operations will be Robert J. Markowsky, formerly divisional merchandise manager at the Boston Store.

The store will employ about 70 persons, it was said. It represents a total investment of about \$2 million and is next to a Kohl's supermarket and drug store opened in 1959.

There will be no deliveries but shoppers will be able to establish credit.

DIVIDEND UNCHANGED

New York, N. Y. — AP — General Motors Corp. directors declared Monday a quarterly dividend of 50 cents a share, unchanged from previous quarters. The dividend is payable Sept. 10 to holders of record Aug. 16.

Drug Firm's Profit Up

Richardson-Merrell, Inc., New York drug firm, reported record earnings and sales for the year ended June 30, according to a preliminary report Monday.

The William S. Merrell division of the company was distributor of the controversial tranquilizer - sedative, thalidomide, virtually all of which the company believes has been recaptured.

Earnings reached \$12,250,000, or \$2.90 a share compared with \$17 million or \$2.86 in the year earlier. Sales for the current

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